



Negotiation Strategist Research

2017 Speaking and Seminar Catalog¹

ONE HOUR TALKS

1. Overview of Three Negotiation Systems and How they Interact

Strategic, Tactical, and Operational Negotiation Basics discussed with short case studies of each. Knowledge of these systems greatly increases favorable outcomes. Data presented.

2. Influential Communications.

How to greatly improve your odds at influencing others by eleven basic communication techniques. Review of work of Cialdini, Tannen, and others.

3. Strategic Planning

Most negotiations are won or lost before parties get to the table. Yet most who spend more than 50% of their day negotiating do not plan or use any tools. Do you know how to construct a basic plan? This enables you to greatly increase your ability to command the negotiation.

4. Effective Tactics and How to Handle Them

Research suggests there are six “go-to” tactics used in a negotiation. Do you know which ones are effective? Learn how to spot the tactic, classify it, and deal with it, either as a shield or a sword.

6. Basic Deal Point Reviews

What are considerations in negotiating various deals and disputes? Select from a catalog of dozens of interactions and gain a quick review of positions and parties to help you spot issues. Deals from technology transactions, merger and acquisition, business divorces, executive compensation, debt instruments, etc.

7. Negotiation for Scientists, Engineers and Technologists

The importance is not always the objective information, but how it is planned and delivered. After training hundreds of scientific knowledge workers, the skills required may depart from those regularly used in settings where absolutes are sought. NSR statistical method help provided a rubric for these learners.

8. Body Language

Review work of FBI investigators and others on how to read body language. Reading body language beyond pop-science and controlling your own tells in lively discussion.

9. You and the Negotiation System

Are you a disruptive force in your own negotiations? Are you a force or do you unconsciously sabotage your efforts? A systems review of negotiation that is all about you, the professional negotiator.

¹ All Materials Updated with Latest Research